

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Crossroads Media
66 Canal Center Plaza
Suite 555
Alexandria, VA 22314

<u>Contract / Revision</u>		<u>Alt Order #</u>
839674 /		06391524
<u>Product</u>		
AMERICAN CROSSROADS		
<u>Contract Dates</u>	<u>Estimate #</u>	
10/30/12 - 11/05/12	1274	
<u>Advertiser</u>	<u>Original Date / Revision</u>	
American Crossroads	10/23/12 / 10/23/12	
<u>Billing Cycle</u>	<u>Billing Calendar</u>	<u>Cash/Trade</u>
EOM/EOC	Broadcast	Cash
<u>Station</u>	<u>Account Executive</u>	<u>Sales Office</u>
WOIO	Teresa Difuria	Telerep-Philade
<u>Special Handling</u>		
<u>Demographic</u>		
Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
	11	27
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

<u>*Line</u>	<u>Ch</u>	<u>Start Date</u>	<u>End Date</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Days</u>	<u>Length</u>	<u>Spots/Week</u>	<u>Rate</u>	<u>Totals</u>	
										<u>Type</u>	<u>Spots</u>
N 1	WOIO	11/02/12	11/02/12	Action News at 11p	11-1135p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$3,600.00		
N 2	WOIO	11/02/12	11/02/12	David Letterman	1135p-1238a		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$900.00		
N 3	WOIO	11/02/12	11/02/12	Craig Ferguson	1235a-138a		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$420.00		
N 4	WOIO	11/02/12	11/02/12	Action News at 4p	4-5p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$1,450.00		
N 5	WOIO	11/01/12	11/01/12	Action News at 430a	430-5a		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	----1---				1	\$275.00		
N 6	WOIO	11/02/12	11/02/12	Action News at 5a	5-6a		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$400.00		
N 7	WOIO	11/02/12	11/02/12	Action News at 5p	5-6p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$1,800.00		
N 8	WOIO	11/02/12	11/02/12	Action News at 6p	6-630p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$3,000.00		
N 9	WOIO	11/02/12	11/02/12	Action News at 6a	6-7a		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$500.00		
N 10	WOIO	11/02/12	11/02/12	The Early Show	7-9a		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$375.00		
N 11	WOIO	11/05/12	11/05/12	Action News at 11p	11-1135p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	-----1--				1	\$3,600.00		

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Contract / Revision 839674 /	Alt Order # 06391524
Contract Dates 10/30/12 - 11/05/12	Product AMERICAN CROSSROADS
Advertiser American Crossroads	Original Date / Revision 10/23/12 / 10/23/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	<u>Totals</u>	
										Type	Spots
		Start Date	End Date	Weekdays							Amount
		Week:	11/05/12	11/11/12							
				1-----				1	\$3,600.00		
N 12	WOIO	11/05/12	11/05/12	David Letterman	1135p-1238a		:30			NM	1 \$900.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$900.00		
N 13	WOIO	11/05/12	11/05/12	Craig Ferguson	1235a-138a		:30			NM	1 \$420.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$420.00		
N 14	WOIO	11/05/12	11/05/12	Action News at 4p	4-5p		:30			NM	1 \$1,450.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$1,450.00		
N 15	WOIO	11/05/12	11/05/12	Action News at 430a	430-5a		:30			NM	1 \$275.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$275.00		
N 16	WOIO	11/05/12	11/05/12	Action News at 5a	5-6a		:30			NM	1 \$400.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$400.00		
N 17	WOIO	11/05/12	11/05/12	Action News at 5p	5-6p		:30			NM	1 \$1,800.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$1,800.00		
N 18	WOIO	11/05/12	11/05/12	Action News at 6p	6-630p		:30			NM	1 \$3,000.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$3,000.00		
N 19	WOIO	11/05/12	11/05/12	Action News at 6a	6-7a		:30			NM	1 \$500.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$500.00		
N 20	WOIO	11/05/12	11/05/12	The Early Show	7-9a		:30			NM	1 \$375.00
		Start Date	End Date	Weekdays							
		Week:	11/05/12	11/11/12	1-----			1	\$375.00		
N 21	WOIO	11/01/12	11/01/12	Action News at 11p	11-1135p		:30			NM	1 \$3,600.00
		Start Date	End Date	Weekdays							
		Week:	10/29/12	11/04/12	---1---			1	\$3,600.00		
N 22	WOIO	11/01/12	11/01/12	David Letterman	1135p-1238a		:30			NM	1 \$900.00
		Start Date	End Date	Weekdays							
		Week:	10/29/12	11/04/12	---1---			1	\$900.00		
N 23	WOIO	11/01/12	11/01/12	Craig Ferguson	1235a-138a		:30			NM	1 \$420.00
		Start Date	End Date	Weekdays							
		Week:	10/29/12	11/04/12	---1---			1	\$420.00		
N 24	WOIO	11/01/12	11/01/12	Action News at 4p	4-5p		:30			NM	1 \$1,450.00
		Start Date	End Date	Weekdays							
		Week:	10/29/12	11/04/12	---1---			1	\$1,450.00		
N 25	WOIO	11/01/12	11/01/12	Action News at 430a	430-5a		:30			NM	1 \$275.00
		Start Date	End Date	Weekdays							
		Week:	10/29/12	11/04/12	---1---			1	\$275.00		
N 26	WOIO	11/01/12	11/01/12	Action News at 5a	5-6a		:30			NM	1 \$400.00
		Start Date	End Date	Weekdays							
		Week:	10/29/12	11/04/12	---1---			1	\$400.00		
N 27	WOIO	11/01/12	11/01/12	Action News at 5p	5-6p		:30			NM	1 \$1,800.00
		Start Date	End Date	Weekdays							
		Week:	10/29/12	11/04/12	---1---			1	\$1,800.00		

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Contract / Revision 839674 /	Alt Order # 06391524
Contract Dates 10/30/12 - 11/05/12	Product AMERICAN CROSSROADS
Advertiser American Crossroads	Original Date / Revision 10/23/12 / 10/23/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	<u>Totals</u>	
										Type	Spots
		Start Date	End Date	Weekdays				Spots/Week	Rate		Amount
N 28	WOIO	11/01/12	11/01/12	Action News at 6p	6-630p		:30			NM	1 \$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	---1---				1	\$3,000.00		
N 29	WOIO	11/01/12	11/01/12	Action News at 6a	6-7a		:30			NM	1 \$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	---1---				1	\$500.00		
N 30	WOIO	11/01/12	11/01/12	The Early Show	7-9a		:30			NM	1 \$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	---1---				1	\$375.00		
N 31	WOIO	10/30/12	10/30/12	Action News at 11p	11-1135p		:30			NM	1 \$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$3,600.00		
N 32	WOIO	10/30/12	10/30/12	David Letterman	1135p-1238a		:30			NM	1 \$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$900.00		
N 33	WOIO	10/30/12	10/30/12	Craig Ferguson	1235a-138a		:30			NM	1 \$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$420.00		
N 34	WOIO	10/30/12	10/30/12	Action News at 4p	4-5p		:30			NM	1 \$1,450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$1,450.00		
N 35	WOIO	10/30/12	10/30/12	Action News at 430a	430-5a		:30			NM	1 \$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$275.00		
N 36	WOIO	10/30/12	10/30/12	Action News at 5a	5-6a		:30			NM	1 \$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$400.00		
N 37	WOIO	10/30/12	10/30/12	Action News at 5p	5-6p		:30			NM	1 \$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$1,800.00		
N 38	WOIO	10/30/12	10/30/12	Action News at 6p	6-630p		:30			NM	1 \$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$3,000.00		
N 39	WOIO	10/30/12	10/30/12	Action News at 6a	6-7a		:30			NM	1 \$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$500.00		
N 40	WOIO	10/30/12	10/30/12	The Early Show	7-9a		:30			NM	1 \$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	-1-----				1	\$375.00		
N 41	WOIO	10/31/12	10/31/12	Action News at 11p	11-1135p		:30			NM	1 \$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	--1----				1	\$3,600.00		
N 42	WOIO	10/31/12	10/31/12	David Letterman	1135p-1238a		:30			NM	1 \$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	--1----				1	\$900.00		
N 43	WOIO	10/31/12	10/31/12	Craig Ferguson	1235a-138a		:30			NM	1 \$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		10/29/12	11/04/12	--1----				1	\$420.00		
N 44	WOIO	10/31/12	10/31/12	Action News at 4p	4-5p		:30			NM	1 \$1,450.00

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Contract Dates 10/30/12 - 11/05/12	Product AMERICAN CROSSROADS	Estimate # 1274
Advertiser American Crossroads		Original Date / Revision 10/23/12 / 10/23/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	<u>Totals</u>	
										Type	Spots
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	--1----				1	\$1,450.00		
N 45	WOIO	10/31/12	10/31/12	Action News at 430a	430-5a		:30			NM	1 \$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	--1----				1	\$275.00		
N 46	WOIO	10/31/12	10/31/12	Action News at 5a	5-6a		:30			NM	1 \$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	--1----				1	\$400.00		
N 47	WOIO	10/31/12	10/31/12	Action News at 5p	5-6p		:30			NM	1 \$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	--1----				1	\$1,800.00		
N 48	WOIO	10/31/12	10/31/12	Action News at 6p	6-630p		:30			NM	1 \$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	--1----				1	\$3,000.00		
N 49	WOIO	10/31/12	10/31/12	Action News at 6a	6-7a		:30			NM	1 \$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	--1----				1	\$500.00		
N 50	WOIO	10/31/12	10/31/12	The Early Show	7-9a		:30			NM	1 \$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 10/29/12	11/04/12	--1----				1	\$375.00		

Totals

50 \$63,600.00

Time Period	# of Spots	Gross Amount	Net Amount
10/29/12 - 11/05/12	50	\$63,600.00	\$54,060.00
Totals	50	\$63,600.00	\$54,060.00

Signature: _____ **Date:** _____

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